

Message Text

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PAGE 01 HONG K 09822 190811Z

15

ACTION EB-07

INFO OCT-01 EA-07 ISO-00 DODE-00 NRC-05 NSAE-00 USIA-06

TRSE-00 ERDA-05 CIAE-00 COME-00 /031 W

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R 190725Z AUG 76

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 1707

LIMITED OFFICIAL USE HONG KONG 9822

E.O. 11652: NA

TAGS: ESTC, HK

SUBJECT: PRE-LICENSING CHECK-SHANKLIN TRADING CO., LTD, RM
503-5 KAM CHUNG BLDG, 54 JAFFEE ROAD, HONG KONG

REF: LOU STATE 190280

1. MR VELTON, MANAGER OF SHANKLIN TRADING TOLD COMOFF THAT
GOODS IN QUESTION ARE NOT FOR THEIR OWN USE BUT WILL BE
RESOLD. THE EQUIPMENT WILL BE INSTALLED IN A HONG KONG
COMPANY. VELTON SAID THAT A TECHNICAN FROM GCA/MANN WILL
COME OUT TO INSTALL THE EQUIPMENT. HE STATED THAT
220 VOLT EQUIPMENT PRESENTS NO DIFFICULTY AS AN ADAPTOR WILL
BE USED. (THIS IS NOT UNCOMMON PRATICSE IN HONG KONG).

2. VELTON CLAIMED TO BE WELL AWARE OF USG EXPORT
RESTRICTIONS AND ASSURED US HE WOULD NOT ABUSE THEM.
HOWEVER, HE WOULD NOT DISLCOSE THE NAME OF THE INTENDED
END-USER. HE IS UNWILLING TO COMPLY WITH OUR REQUEST ON
COMMERCIAL GROUNDS. VELTON VLAIMED THAT BY DISCLOSING NAMES
OF BUYERS HE WOULD JEAPORDIZE HIS BUSINESS REPUTATION.
ONLY IF USG GAVE HIM WRITTEN ASSURANCE THAT HIS INTRESTS
WOULD BE PROTECTED AND ANY COMMISSIONS LOST BE
REIMBURSED WOULD HE DISCLOUSE NAME.

3. CONGEN OFFICER IMPRESSED UPON VELTON THE FACT THAT
WITHOUT FULL KNOLWEDGE OF TRANSACTION USG WOULD LIKELY
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PAGE 02 HONG K 09822 190811Z

NOT APPROVE EXPORT LICENSE. VELTON WAS ALREADY AWARE OF

THIS LIKELIHOOD BUT STILL BELIEVES IT NOT IN HIS BEST LONG-RUN INTERESTS TO DISCLOSE NAMES OF BUYERS.

4. ON BASIS OF ABOVE CONGEN CANNOT RECOMMEND APPROVAL OF EXPORT LICENSE. HOWEVER, VELTON'S VIEWPOINT ON BUSINESS CONFIDENTIALITY MAY WELL BE VALID. MANY HK INDUSTRIALISTS TEND TO BE VERY CAUTIOUS IN GIVING OUT COMMERCIAL INFORMATION.

5. PLEASE ADVISE WHAT FURTHER ACTION, IF ANY, SHOULD BE TAKEN.
CROSS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRANSACTION CHECKS, EXPORT LICENSES
Control Number: n/a
Copy: SINGLE
Draft Date: 19 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976HONGK09822
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760317-1390
From: HONG KONG
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760839/aaaabhsd.tel
Line Count: 73
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 25 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 MAY 2004 by BoyleJA>; APPROVED <17 SEP 2004 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRE-LICENSING CHECK-SHANKLIN TRADING CO., LTD, RM 503-5 KAM CHUNG BLDG, 54 JAFFEE ROAD, HONG KONG
TAGS: ESTC, HK, SHANKLIN TRADING CO LTD
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006